

Message Text

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 060810Z JUL 74

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 7528

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 4286

E.O. 11652: N/A

TAGS: BEXP GW

SUBJECT: WTDR-KSB, KLEIN, SCHANZLIN & BECKER AG

REF: USDOC 8623

1. ADDRESS: POSTFACH 225, 9 JOHANN KLEIN STRASSE, 610
FRANKENTHAL, WEST GERMANY, CABLE: KSB, TELEX: 0465211/12/13,
PHONE: 06233-861, OFFICERS: WOLFGANG KUEHBORTH, CHAIRMAN
BOARD OF MANAGEMENT.

2. THE FIRM WAS ESTABLISHED IN 1871 AND HAS DEVELOPED INTO
THE LEADING WEST GERMAN MANUFACTURER OF AIR AND GAS COMPRESSORS,
PIPES AND VALVES. THE FIRM HAS 8,512 EMPLOYEES. IT EXPORTS
WORLDWIDE, ABOUT 40 PERCENT OF ITS PRODUCTION, THROUGH ABOUT 100
FOREIGN DISTRIBUTION OUTLETS OR REPRESENTATIVES. DOMESTIC
BRANCH PLANTS ARE LOCATED IN 4 WEST GERMAN CITIES, SALES
AND SERVICE IS DONE THROUGH ABOUT 50 WEST GERMAN OFFICES. THE
FIRM IN ADDITION HAS INTEREST IN THREE WEST GERMAN PLANTS.
THE MOST IMPORTANT THEREOF: SULZER-KSB KERNKRAFTWERKSPUMPEN GMBH,
FRANKENTHAL, WITH 50 PERCENT OF DM 30 MILLION. FOREIGN MANUFACTURING
FIRMS OWNED ARE LOCATED IN SOUTH AFRICA, ENGLAND, LUXEMBOURG
AND INTEREST IN A FRENCH FIRM(ABOUT 50 PERCENT OF FF 5.4 MILLION)
AND IN CANADIAN KAY PUMP INVESTMENTS LTD. (25.8 PERCENT OF
CAN.\$ 4.8 MILLION).

3. FINANCIAL REF: DRESDNER BANK AG, FRANKFURT. SALES REF:
KSB PUMP COMPANY, 163 E UNION AVE., EAST RUTHER-
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FORS, NJ 07073.

4. FOREIGN FIRMS REPRESENTED OR LICENSING AGREEMENTS: NONE.

5. THE FIRM IS REGISTERED AS A JOINT STOCK CORPORATION WITH A CAPITAL OF DM 46.4 MILLION. THE BUSINESS REPORT FOR 1973 SHOWS FIXED ASSETS AT DM 125.2 MILLION, INCLUDING DM 38.7 MILLION PARTICIPATION; CURRENT ASSES AT DM 345.9 MILLION. LIABILITIES INCLUDE TOTAL RESERVES AT DM 158.1 MILLION, OBLIGATIONS AT DM 260.9 MILLION. A DIVIDEND OF 15 PERCENT OF THE FIRMS CAPITAL WAS PAID FROM THE ANNUAL PROFIT OF DM 7.2 MILLION. THE FIRM IS GOOD FOR ITS COMMITMENTS . RECOMMENDED AS VERY GOOD BUSINESS CONTACT FOR US FIRMS.

6. INFO 07/74. PREPARED BY P BARTOLSIC AND APPROVED BY
C J HARRIS.HARLAN

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